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R 141311Z MAR 06
FM AMEMBASSY BOGOTA
TO RUEHC/SECSTATE WASHDC 3105
INFO RUEHME/AMEMBASSY MEXICO 6727

UNCLAS BOGOTA 002282

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DDTC: PETER DADE

E.O. 12958: N/A
TAGS: [ETTC](#) [KOMC](#) [MX](#) [CO](#) [US](#)
SUBJECT: BLUE LANTERN: EAVESDROPPING EQUIPMENT LICENSE
968580

REF: STATE 36063

11. SUMMARY: Post visited the offices of Eagle Commercial on Wednesday, March 8th to verify the information requested reftel. The company was founded in Bogota, Colombia by Arquemidis Bonilla Vega in 1997 and is a registered distributor, importer, exporter, and retailer of electronic and communications equipment. Eagle Commercial represents three other U.S. manufacturers of sensitive technology and has contracts with the U.S. Embassy in Bogota along with the Colombian military and police. Eagle Commercial is located in a secure building in a relatively safe part of Bogota. END SUMMARY

12. The following are answers to DDTC's questions:

Q: Is Eagle Commercial S.A. a reputable firm?

A: Econoff determined that Eagle Commercial is a reputable firm that has dealings with the GOC, USG and others. Post's FCS office has an on-going relationship with Eagle Commercial S.A. and recently provided them with assistance in signing a representation agreement with Taser Stun Guns from the U.S. Eagle Commercial is certified to sell security equipment by the Colombian Ministry of Defense and is ISO 9000 certified by BvQi in Colombia. During a visit to Eagle Commercial's offices in Bogota, econoff was shown copies of the last two years of annual updates submitted to DDTC and obtained a copy of Eagle's registration letter from DDTC: number 0906-487. Lastly, Harris Corporation of Melbourne Florida renewed the Latin American representation agreement it has with Eagle Commercial in January of 2006.

Q: Does Eagle have a history/track record of legitimate electronics business dealings?

A: Eagle Commercial began operations in 1997 and currently represents the following U.S. companies; Pen-Link, iCOM, RACOM and Harris Corporation at either a regional or local level. Econoff paid a surprise visit to Eagle Commercial and during the visit obtained copies of Harris Corporation's representational agreements, contracts with the Ministry of Defense, and documentation related to the Nuevo Leon contract. The visit revealed that Eagle Commercial is a well-established company with records dating back over several years. Additionally, econoff toured the facilities, which house 21 full-time employees and are fully equipped for the sale and distribution of electronics.

Q: Does Eagle have the requisite local security in the case that the equipment transits Colombia before reaching Mexico?

A: Econoff toured the Eagle Commercial facilities and determined that the company possesses sufficient security measures to keep the Harris Corporation eavesdropping

equipment safe should it get shipped to Bogota. Eagle Commercial's Bogota offices are located in a popular restaurant and business district close to several Embassies. Inside the facility, there are full-time security guards and sound proof glass. Inside of the offices, there are digital surveillance cameras as well as voice and email recording systems monitoring phone conversations and computer activity.

Each Eagle Commercial employee is investigated for any derogatory information and is given a three-month trial period during which time the new employee is closely monitored.

13. Comment: Econoff is confident that Eagle Commercial is a legitimate business and is equipped to protect the sensitive technology contained in the Nuevo Leon contract. Additionally, Eagle Commercial is the only legitimate distributor/representative of Harris Corporation in Latin America and would be the only source from which the State of Nuevo Leon could purchase this specific Harris Corporation technology. END COMMENT

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